



**NORTHWOOD UNIVERSITY**  
A Business Plan for Life

Northwood University



## Associate of Arts in Management

### STUDENT DATA:

NAME: ROADMAP'S DEGREE

SSN: 000-00-0000

Credit Required	Potential Credit
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#### Composition I (ENG 121) [EN024A]

4.00

(The study and practice of the skills required for writing competent multi-paragraph English essays. Rhetorical strategies include narration, description, definition and comparison/contrast. An introduction to English language history is also included. Prerequisite: Placement exam or ENG 90 College credit by examination may apply.)

{DANTES Code = 11.07.00}

#### Composition II (ENG 122) [EN025A]

4.00

(The study and practice of the skills required for writing formal and informal essays in sophisticated rhetorical strategies such as argumentation, causal analysis, persuasion and logic. A term paper employing proper APA Citation Form is required. Prerequisite: ENG 121 College credit by examination may apply.)

{DANTES Code = 11.07.00}

#### Composition III (ENG 123)

4.00

(The study of the skills required for writing formal essays, using literature as a basis for analysis. Short fiction, drama and poetry will be discussed. Prerequisite: ENG 122 )

{DANTES Code = 11.07.00}

#### Speech Communication (SPC 205) [CM001A]

4.00

(Study and practice of informative and persuasive public speaking, including communication modeling and variables, speech preparation, extemporaneous method, nonverbal communication, audience adaptation, and performance apprehension. College credit by examination may apply.)

{DANTES Code = 04.10.00}

#### Personality and Adjustment (PSY 103)

4.00

(Dynamics of adjustment and personality, motivation, and emotion; significance of clinical and organizational psychology.)

{DANTES Code = 20.09.12}

#### Introduction to American Government (PSC 201) [PO077A]

4.00

(Development of the American political system with emphasis on decision-making in the legislative, executive, and judicial departments; Constitutional interpretation and Federalism; and the inputs of political parties, interest groups, and the federal bureaucracy. College credit by

examination may apply.)  
{DANTES Code = 20.08.01}

**Design Principles (HUM 322)****4.00**

(Exploration of human reaction to visual stimuli and their use to solve problems and make decisions in business and personal life. The goal is that students will make better functional, practical and economic visual judgments.)

**Accounting Principles I (ACC 241) [AC025A]****4.00**

(The accounting sequence of ACC 241-242-243 is required for those students seeking an associate degree in (a) accounting; (b) banking and finance; or (c) computer science OR those students desiring a BBA with a minor in accounting. Fundamental principles of accounting – how its data are accumulated and reported – and the uses and limitations of the data. Introduction is made to the logical development of the double-entry system of recording transactions, accounting for cash, notes receivable, accounts receivable, special journals, payroll accounting, completion of the accounting cycle for both merchandising concerns and service businesses that could be organized as sole proprietorships, partnerships or corporate forms of business. College credit by examination may apply.)  
{DANTES Code = 03.01.00}

**Accounting Principles II (ACC 242) [AC025A]****4.00**

(Continuation of ACC 241, emphasizing the partnership and corporate forms of business. The student is also acquainted with inventories, cost of goods sold, plant and equipment assets, intangible assets, depreciation, long-term investments, stock investments, installment notes payable, bonds payable, investments in bonds, statement of cash flows, and analyzing financial statements. Prerequisite: ACC 241. College credit by examination may apply.)  
{DANTES Code = 03.01.00}

**Accounting Principles III (ACC 243) [AC025A]****4.00**

(Continuation of ACC 242, emphasizing managerial accounting for costs, and planning and controlling business operations. Particular emphasis is placed on cost accounting, cost-volume-profit analysis, master budgets, flexible budgeting, standard costs and capital budgeting. Prerequisite: ACC 242. College credit by examination may apply.)  
{DANTES Code = 03.01.00}

**Principles of Microeconomics (ECN 221) [EC009A]****4.00**

(An examination of general microeconomic theory with an emphasis on supply and demand, opportunity cost, consumer choice, the firm, the market structure(s) and regulation, allocation of resources, capital, interest, profit, labor unions, income analysis, energy, national resource economics, and public policy. College credit by examination may apply.)  
{DANTES Code = 20.05.00}

**Principles of Macroeconomics (ECN 222) [EC008A]****4.00**

(An examination of general macroeconomics theory with an emphasis on government spending and taxation, national income accounting, economic fluctuations, macroeconomics theory, fiscal policy, monetary policy, the

banking system, economic stabilization, international trade, economic growth, and comparative economic systems. College credit by examination may apply.)  
{DANTES Code = 20.05.00}

**Business Law I (LAW 300) [BU002A] 4.00**

(Basic principles of law applicable to the business world, emphasizing contracts and sales, as well as period after sales, bailments, negotiable instruments, agency, partnerships, corporations, insurance, and real estate. College credit by examination may apply.)  
{DANTES Code = 12.01.00}

**Principles of Business Management (MGT 230) [MG001A] 4.00**

(This course focuses on management in action and strives to develop in-depth knowledge of managerial theory, concepts, terminology, technique, and methods, including motivation and authority. Emphasis is on the function of the manager and leader to plan, organize staff, direct, and control the organization or enterprise. College credit by examination may apply.)  
{DANTES Code = 03.10.00}

**Computer Introduction with Applications (MIS 110) 4.00**

(Introduces students to basic computer usage and principles. Students will be encouraged to develop speed, accuracy, and sustained typing efficiency using a self-paced typing tutorial program, to encourage continued computer usage. Students will practice with and use current operating systems, word processing, and presentation graphics programs. Students will learn how to create business presentations and documents.

**Principles of Marketing (MKT 208) [BU005A] 4.00**

(Explores the development of marketing principles and the role of marketing in an enterprise economy, with analysis of marketing institutions. Cases are required to develop the understanding of the principles. Research on current articles to enhance the discussion of marketing topics is required. College credit by examination may apply.)  
{DANTES Code = 03.11.00}

**Free Electives 26.00**

(College credit by examination may apply.)

**Excess or Duplicate Credit**

<b>TOTAL .....</b>	<b>90.00</b>	<b>0.00</b>
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Thank you for requesting support from the U.S. Coast Guard Institute (CGI). Whereas we serve as an activity in support of your unit Educational Services Officer (ESO), you are encouraged to seek assistance from your local ESO in your academic endeavors. The following information is provided to help you understand what is presented in this degree plan:

This document is an UNOFFICIAL Degree Plan to provide you with a preliminary assessment of how your prior learning experiences might fit into the specified degree program for this academic institution. If you choose to pursue this degree option, you must present it to a college representative, who will review it for the

following:

- o Accurate representation of the college's degree program requirements, including course numbers and titles, credit hours for each course, lower- and upper-level course requirements, and the total number of credits needed for the degree.
- o Appropriate assignment of ACE Guide-recommended credit at the lower or upper level for military service schools and occupations, CLEP, DSST, and other tests, transfer credit for courses from other colleges and universities, certification programs, etc.
- o Appropriate assignment of SOC Course Category Codes from the SOC Handbook Transferability Tables. The SOC Degree Program Handbooks can be obtained from the SOC web site at: [www.soc.aascu.org](http://www.soc.aascu.org) should you wish to learn more about the course transfer guarantees among SOC network institutions.

IMPORTANT NOTE: When you are ready to seek admission into this degree program, please contact the USCG Institute at 1-405-954-7241. Your advisor will send the college or university an official U.S. Coast Guard Institute transcript, a copy of the degree plan, and a ready-for-signature SOC Student Agreement which, when signed by a college official, becomes a contract for degree completion committing the college or university to supporting you in your academic endeavors.

Credit for all courses you have taken must be reflected on official transcripts sent directly to this college from the administrative offices of the colleges you previously attended. This degree plan is often used for information purposes by college counselors pending receipt of the official transcripts from the source colleges.

This degree plan is not intended to compete with your local college or university. Keep in mind, you are allowed to transfer in a significant amount of the degree requirements to this institution. As such, credit from local colleges, college level examination programs, or advanced military training may be applied to this degree. You may also complete the courses necessary from this college either in residence (on campus or possibly on a military base at a campus extension in the Education Center) or through distance delivery of the courses. If you have questions, please contact the college counselor or your advisor listed at the bottom of this Degree Plan.

#### DEGREE PLAN LEGEND:

SH = Semester hours  
VOC = Vocational, not relative to an academic degree  
LL = Lower Level, i.e. courses at the Freshman/Sophomore level  
UL = Upper Level, i.e. courses at the Junior/Senior level  
GL = Graduate Level (sometimes recommended by ACE for very complex courses)  
[#] such as [EN024A] or [EN024B] = SOC Course Category Codes\*  
{#} such as {DANTES Code = 01.02.03} = DANTES Academic Codes \*\*

\* SOC Course Category Codes: Service members Opportunity Colleges (SOC) is a consortium of over 1,600 accredited colleges and universities seeking to provide degree opportunities to the military. Over 170 of these institutions participate in

network degree programs developed for the Army, Navy, Marine Corps, and Coast Guard. A SOC course category number beside a course from one of these institutions, such as [EN024A] or [EN024B] for English Composition, indicates that courses from other degree program institutions with the same code may be taken to satisfy the degree requirement. See the SOC Degree Programs Handbooks at <http://www.soc.aascu.org/>

**\*\* DANTES Academic Codes:** The Defense Activity for Non-Traditional Education Support (DANTES) publishes the DANTES Independent Study Catalog (DISC) annually, which lists more than 6,000 courses from dozens of regionally accredited colleges and universities. Because this is a degree from a SOC affiliated college, the academic residency requirements are limited, thereby allowing students to transfer in a significant portion of the degree, as mentioned above. If the course you desire to take is not offered by this institution when you want to take it, consider the opportunities the courses in the DISC present. For more information, visit [http://www.dantes.doded.mil/dantes\\_web/distancelearning/disc/front/cont.htm](http://www.dantes.doded.mil/dantes_web/distancelearning/disc/front/cont.htm) Keep in mind, you should always check with the counselor or academic advisor at this institution before enrolling in a course listed in the DISC to ensure it will be accepted in transfer toward this degree.

#### Northwood University General Information:

The Northwood Idea became a reality In 1959. When two young men Dr. R. Gary Stauffer and Dr. Arthur E. Turner had an idea, with a goal and a pragmatic philosophy to encompass it all broke away from their careers in a traditional college to create a new educational entity. They enrolled 100 students, using a 19th century mansion as a school building, a small amount of money for operating expenses and a large amount of determination.

Northwood University is a private, tax-exempt, independent, co-educational, management-oriented college actively allied to both business and the arts. Northwood translates its philosophy into practical, useful curriculums that are designed to prepare students for the realities of the workingworld. Northwood brings the business world into the classroom. Instructors of business are successful career professionals who have chosen to direct their business talents toward the preparation of those about to enter the work world.

Northwood's career curriculums are developed in response to the needs of business and industry to insure that the college offers the most up-to-date programs and information for the best possible preparation. Practicing business professionals come to the classroom, bringing to students the most current relevant descriptions of what is transpiring in today's business world.

At each of thier three campuses and multiple outreach centers thier most important transaction is the learning which occurs between and among faculty and students. The facilitation of that learning is the responsibility of the University's officers-the central administration. Northwood has attracted and retained outstanding academic managers for that purpose. Among them you will find education leaders with national reputations in various endeavors and fields. Together, they share a profound professional and personal commitment to Northwood University.

University College offers a quality education delivered through various format

options, including on-line learning, at over 40 program centers throughout the United States.

Northwood's University College continues its innovation through the Distance Education Online Program Center. This program offers you the opportunity to gain immediate, pertinent management education in the time and space of your choosing. The Northwood University Distance Education (DE) program is intended for highly motivated working adults with some previous college experience with a desire to complete a Bachelor of Business Administration (BBA) degree. This program offers those individuals the flexibility and accessibility to do just that!

Tuition for students is: \$200 per credit hour online courses (subject to change)

For more information regarding the Associate of Arts in Management degree, please contact:

Terry Silva  
Associate Dean, University College  
Northwood University  
4000 Whiting Drive  
Midland, MI 48640-2398  
(817) 737-6443  
E-mail: [tsilva@northwood.edu](mailto:tsilva@northwood.edu)  
<http://www.northwood.edu>

This college is rated as one of the nation's best in U.S. News & World Report's "America's Best Colleges" issue.

Evaluation completed by: Charles Morrison

On: 31 July 2007